

What is the percent of total Sales for the  
'Home Office' Customer Segment in July of  
2012?

1. 23.50 %
2. 23.97 %
3. 20.14 %
4. 32.56 %

Determine which Product Sub-category has a ratio = **shipping cost / sales** > 3%

1. Tables
2. Appliances
3. Paper
4. Bookcases

In the Technology Product Category, which unprofitable state is surrounded by only profitable states?

1. Colorado
2. Missouri
3. Wyoming
4. Utah

Look at the sum of profits for each Product Sub-Category.  
Which sub-category is \$31,069 below the average profit  
across all categories?

1. Appliances
2. Bookcases
3. Envelopes
4. Paper

1. Determine which State in the Central Region has the highest distribution of profits using interquartile ranges.
  - a. South Dakota
  - b. North Dakota
  - c. Minnesota
  - d. Iowa

If 2013 Sales numbers were expected to increase by 50% in the following year, what would be the total estimated sales for the Consumer Segment in 2014?

- a. \$4,278,540
- b. \$816,999
- c. \$2,752,823
- d. \$802,365